

Bryan C. McCannon

Department of Economics
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(cell)

Citizenship

U.S.A.

Education

B.A.	Illinois Wesleyan University	May 1998
Ph.D.	Pennsylvania State University	Dec. 2003

Primary Field:	Law and Economics, Public Choice
Secondary Fields:	Game Theory, Behavioral/Experimental Economics

Employment

Graduate Instructor	Pennsylvania State University	2000 – 03
Assistant Professor	Elmira College	2003 – 07
Assistant Professor	Wake Forest University	2007 – 11
Visiting Senior Professor	University of Sassari	2012 – 16
Associate Professor	Saint Bonaventure University	2011 – 15
Chair, Dept of Finance	Saint Bonaventure University	2012 – 15
Assistant Professor	West Virginia University	2015 – present
Affiliated Faculty	Center for Free Enterprise	2015 – present

Awards/Honors

Faculty Appreciation Award. 2005-06

· Selected by the entire student body (EC) as the faculty member of the year

Keynote speaker, OΔE induction banquet, *Illinois Wesleyan University* (March 2008).

Keynote speaker, NHS induction ceremony, *Archbishop Walsh Academy* (March 2014)

Hough Family Fellowship (2008-2010)

Visiting Scholar, *University of Sassari*, Sassari, Italy (Fall 2010)

Visiting Senior Professor, *University of Sassari*, Sassari, Italy (May–July 2012; May 2013; Summer 2014; Jan 2014–August 2015; Summer 2016)

Certification, *National Institute of Health*, Protecting Human Research Participants (October 2012 – recertified October 2013)

Certificate of Achievement, *Learning House*, BP501 Foundations of Online Learning (2013)

Certification, *Collaborative Instructional Training Initiative* – CITI (August 2015)

Best Paper Award (October 2014) best paper presented at the *Academy of Financial Services* – “Financial Competence, Overconfidence, and Trusting Investments”

Duncan Black Prize (March 2015) *Public Choice Society* – best paper in *Public Choice* by a senior scholar for 2014 – “The Effect of the Election of Prosecutors on Criminal Trials”

Szenburg Prize (Jan 2016) *Omicron Delta Epsilon* (economics honor society) – best paper in *American Economist* for 2014 – “Do Economists Play Well With Others?”

LEC Privacy Fellowship, *George Mason University School of Law* (2015-16)

Published Papers

Forthcoming

Public Outcry and Police Behavior (with Gregory DeAngelo), forthcoming, *BE Press Journal of Economic Analysis of Policy: Contributions*

Financial Competence, Overconfidence, and Trusting Investments: Results from an Experiment (with Colleen Tokar Asaad and Mark Wilson), forthcoming, *Journal of Economics and Finance*

Evidence of Marginal Deterrence: Kidnapping and Murder in Italy (with Claudio Detotto and Marco Vannini), forthcoming, *International Review of Law and Economics*.

2015

Condorcet Jury Theorems, 2015, *Handbook of Social Choice and Voting*.

Replacement Referees and NFL Betting Markets, 2015, *Journal of Gambling Business and Economics* 9(2), 14-26

Bargaining in the Shadow of Arbitration (with Riccardo Marselli and Marco Vannini), 2015, ***Journal of Economic Behavior & Organization*** 117, 356-368

Born for Finance? Experimental Evidence of the Impact of Finance Education (with Jeffrey Peterson), 2015, ***Journal of Behavioral Finance*** 16(3), 199-205

Prosecutorial Retention: Signaling by Trial (with Siddhartha Bandyopadhyay), 2015, ***Journal of Public Economic Theory*** 17(2), 219-256

Ransom Kidnapping (with Claudio Detotto and Marco Vannini), 2015, ***Encyclopedia of Law and Economics***, Springer, 1-12

2014

Finance Education and Social Preferences: Experimental Evidence, 2014, ***Journal of Experimental and Behavioral Finance*** 1(4), volume 4, 57-42

The Effect of the Election of Prosecutors on Criminal Trials (with Siddhartha Bandyopadhyay), 2014, ***Public Choice*** 161(1-2), 141-156

- Winner of the Duncan Black Prize for best paper in *Public Choice*

Pawn Stars: Putting Theories of Negotiations to the Test (with John B. Stevens), 2014, ***European Journal of Contemporary Economics and Management*** 1(3), 41-63

Trust, Reciprocity, and a Preference for Economic Freedom: Experimental Evidence, 2014, ***Journal of Institutional Economics*** 10(3), 451-470

Understanding Ransom Kidnappings and Their Duration (with Claudio Detotto and Marco Vannini), 2014, ***B.E. Press Journal of Economic Analysis & Policy: Contributions*** 14(3), 849-871

Do Economists Play Well With Others? Experimental Evidence on the Relationship between Economics Education and Pro-Social Behavior, 2014, ***American Economist*** 59(1), 1-7

- Winner of the Szenburg Prize for best paper in *American Economist*

2013

Prosecutor Elections, Mistakes, and Appeals, 2013, ***Journal of Empirical Legal Studies*** 10(4), 697-715.

Deal-Making in *Pawn Stars*: Testing Theories of Bargaining (with John B. Stevens), 2013, ***Journal of the Northeastern Association of Business, Economics, & Technology*** 18(1), 62-67

Re-election Concerns and the Failure of Plea Bargaining (with Siddhartha Bandyopadhyay), September 2013, *Theoretical Economics Letters* 3(1), 40-44

2012

The Origin of Democracy in Athens, 2012, *Review of Law and Economics* 8(2), 531-562

Trade Embargo and Quality, 2012, *Progress in Economics Research*, Nova Publishers, p.153-164.

The Value of Multiple Reviews, 2012, *Applied Economics* 44(12), 1521-1524

Supermajority Rules and the Swing Voter's Curse, 2012, *Economics Bulletin* 32(1), 698- 705.

Review of "The Effect of Tourism on Crime in Italy: A Dynamic Panel Approach", 2012, *Economics*

Sophisticated Enforcement and Adaptive Offenders, 2011, *International Game Theory Review* 13(2), 1-12

2011

Teaching Austrian Economics in Austria as a Non-Austrian: A Note, 2011, *Journal of Economic and Financial Education* 10(2), 1-5

Strategic Offsetting Behavior: Evidence from NCAA Men's Basketball, 2011, *Contemporary Economic Policy* 29(4), 550-563

Coordination Between a Sophisticated and Fictitious Player, 2011, *Journal of Economics* 102(3), 263-273

The Distortion of Criminal Evidence, 2011, *Journal of Economic Policy Reform* 14(1), 1-9

Jury Size in Classical Athens: An Application of the Condorcet Jury Theorem, 2011, *Kyklos* 64(1), 106-121

2010

The Median Juror and the Trial of Socrates, 2010, *European Journal of Political Economy* 26(4), 533-540

Homicide Trials in Classical Athens, 2010, *International Review of Law and Economics* 30(1), 46-51

2009

Can the Majority Lose the Election?, 2009, *Review of Economic Design* 13(4), 305-317

Do Less-Violent Technologies Lead to Less Violence? A Theoretical Investigation Applied to the Use of Tasers by Law Enforcement, 2009, **Economics**

Consumer Mistakes in Bertrand Games, 2009, **International Game Theory Review** 11(1), 41-51

Multi-Unit Pricing, 2009, **Managerial and Decision Economics** 30(2), 135-140

Differentiating Between First and Repeat Offenses, 2009, **Contemporary Economic Policy** 27(1), 76-85

Review of *Taking on the Trust: The Epic Battle of Ida Tarbell and John D. Rockefeller*, 2009, **EH.net**

Mathematical Miscalculations and Monopoly Pricing Strategies, 2009, **Eastern Economic Journal** 35(2), 248-263

2008

Book Review: Stochastic Models of Decision Making In Arranged Marriages, 2008, **Eastern Economic Journal** 34(3), 416-419

Can You Beat A Fictitious Player At Matching Pennies?, 2008, **Journal of Economics, Banking, and Finance** 2(1), 1-7

Excessive Labor Raiding, 2008, **Economica** 75(1), 140-147

The Quality-Quantity Tradeoff, 2008, **Eastern Economic Journal** 34(1), 95-100

2007

Rock Paper Scissors, 2007, **Journal of Economics** 92(1), 67-88

An Economic Theory of College Alcohol and Drug Policies, 2007, **New York Economic Review** 38(1), 18-36

Using Game Theory and the Bible to Build Critical Thinking Skills, 2007, **Journal of Economic Education** 38(2), 160-164

Book Review: Is War Necessary for Economic Growth?, 2007, **Eastern Economic Journal** 33(4), 574-575

2006

The (Un)beatable Incumbent, 2006, **Journal of Business and Public Affairs** 1(1), 1-9

The Impact of a Trade Embargo on Quality, 2004, *Economics Bulletin* 6(14), 1-7

2004

Optimization Modeling of Plant Root Architecture for Water and Phosphorus Acquisition, (with Melissa Ho and J. Lynch), 2004, *Journal of Theoretical Biology* 226(3), 331-340

Works in Progress

Revise and Resubmit

Leadership and Motivation for Public Goods Contributions, *Games and Economic Behavior*

Economic Freedom and Public, Non-Market Institutions: Evidence from Criminal Prosecution (with Claudio Detotto), *Economics of Governance*

Does and Economics Education Affect Behavior? Evidence from a Public Goods Experiment, *Journal of Economics and Economics Education Research*

Preference for Economic Freedom and Behavior: Experimental Evidence, *Journal of Private Enterprise*

Submitted for Review

Honest Abe or Doc Holliday? Bluff, Cheap Talk, and Conflict in Bargaining (with Gregory DeAngelo), *Review of Economic Studies*

Consolidation of Prosecutor Offices, (with Claudio Detotto), *Journal of Law, Economics, and Organization*

Social Norms and Cooperation, *International Journal of Economic Theory*

Role of Personality Style on Bargaining Outcomes (with John B. Stevens), *International Journal of Social Economics*

Contracts and Trust (with Colleen Tokar Asaad and Mark Wilson), *American Law and Economics Review*

Theory of Mind Explains Cooperative Behavior (with Gregory DeAngelo), *Journal of Economic Behavior & Organization*

Do Psychological Traits Explain Differences in Free Riding: Experimental Evidence (with Gregory DeAngelo), *Experimental Economics*

Works in Progress

The Impact of Microfinance on Pro-Social Behaviors: Experimental Evidence of Public Goods Contributions in Uganda (with Zachary Rodriguez)

Who Pays Taxes? Liturgies and the Antidosis Procedure

Queuing Up for Justice: Prosecutor Elections and Case Backlogs (with Siddhartha Bandyopadhyay)

Prosecutor Re-election and Sex Offense Disposition (with Siddhartha Bandyopadhyay)

Supermajority Rules and Strategic Voting

Prudent Plea Bargaining: Experimental Evidence on the Role of Risk in Plea Bargaining Outcomes (with Mark Wilson)

Taking on the Boss: Incumbent Entry in Prosecutor Elections (with Joylynn Pruitt)

Endogenous Competence and a Limit to the Condorcet Jury Theorem (with Paul Walker)

The Source of Deviant Behavior (with Gregory DeAngelo and Perry Ferrell)

News Articles

Local Unemployment Rates Drop, But It May Not Be A Good Sign (October 29, 2014), *Bradford Era* (Bradford, PA)

Economy Casts False Light of Hope (October 19, 2014), Local Commentaries, *Post-Journal* (Jamestown, NY)

Protectionism is Not the Answer (October 18, 2014), Reader's Turn to Write, *Olean Times Herald* (Olean, NY)

Celebrating 100 Years of Penalizing Work (October 23, 2013), Another Voice, *Buffalo News* (Buffalo, NY)

How I Learned to Stop Worrying and Embrace the Minimum Wage (April 1, 2013), Viewpoint, *Business Journal, Central New York*

Unintended Benefit of Adjusting District Attorney's Offices (May 6, 2011), Viewpoint, *Charlotte Observer* (Charlotte, NC)

Elections Influence Decisions of DAs (October 5, 2011), Another Voice, *Buffalo News* (Buffalo, NY)

Do District Attorneys Campaign in the Courtroom? (24 October 2011), Other Views, *News and Observer* (Raleigh, NC)

In the News

"Florida Professor to Discuss Economic Freedom at SBU: (25 October 2014), *Bradford Era* (Bradford, PA)

"Local Counties Rank Low in Recent Study" (01 August 2014), *Springville Journal* (Springville, NY)

"SBU finance program earns elite recognition from CFA Institute" (04 August 2013), *Olean Times Herald* (Olean, NY).

"Dr. Bryan McCannon: On New Facilities, Coursework, and Research" (January 2012), *Business@Bonaventure*

"Economics Where You Might Not Expect" (April 2009), *Park Place Economist* (Illinois Wesleyan University)

Consulting Activities

Educational presentation for an ESOP, "Foundations of Stock Markets: The Economic and Financial Foundations", *Saputo*, March 2014.

Economic Issues for New America, *One Three Media*, April 2014.

Professional Activity

Vice President, *New York State Economic Association*

2005-07

Referee, *Oxford Economic Papers*, *Economic Inquiry*, *Southern Economic Journal*, *Public Choice*, *Review of Law and Economics*, *European Journal of Law and Economics*, *Constitutional Political Economy*, *Criminology*, *Journal of Humanities and Social Sciences*, *Journal of Economics Banking and Finance*, *Journal of Management*, *Buffalo Law Review*, *Journal of Economics and Financial Education*, *Journal of Economic Education*, *Resources and Environment*, *Economics Bulletin*, *Applied Economics*, *Journal of Game Theory*, *Journal of Sports Economics*, *Journal of Economics*, *Economics*, *Eastern Economic Journal*, *New York Economic Review*, *B.E. Journal of Economic Analysis and Policy*, *Contemporary Economic Policy*, *Scandinavian Journal of Economics*

Classifier, *Social Science Research Network*

2012-14

Textbook Reviewer, *McGraw-Hill*

2013, 2016

External Reviewer for Tenure, *Loyola University*

2013

Grant Proposal Reviewer, *Swiss National Science Foundation*

2015

Courses Taught

Pennsylvania State University

Principles of Macroeconomics, Intermediate Macroeconomics

Elmira College

Principles of Microeconomics, Principles of Macroeconomics, Economics of International Negotiations, Biblical Games, Economics and Film, NASCAR and U. S. Culture, North to Alaska (study abroad), Intermediate Macroeconomics, Money and Financial Markets, Labor Economics, Industrial Organization, Game Theory, Public Affairs Advanced Seminar, Law and Economics

Wake Forest University

Introduction to Economics, Law and Economics, Behavioral Economics, Economics of Industry, Austrian Economics (study abroad), Economics of Classical Greece, Microeconomic Models, Mathematical Economics Seminar

Saint Bonaventure University

Microeconomic Principles (standard, honors, and online), Macroeconomic Principles (standard and online), Intermediate Microeconomics, Econometrics, Money and Banking, Game Theory (honors), Economic Analysis (MBA), Managerial Economics (MBA), Behavioral Economics for Managers (MBA), Game Theory for the Strategic Manager (MBA) , Current Economic Issues (MBA)

West Virginia University

Principles of Macroeconomics, Money and Banking, Research Methodology (Ph.D.)

Funded Research

Research Assistant (w/ Kala Krishna)	2001
Research Consultant (NSF Grant)	2002-03
Elmira College Faculty Scholarship Grant (x6)	2004-06
Teaching and Learning Center Course Development Grant (\$611.76)	2009
Hough Family Fellowship (\$7000)	2008-10
Social, Behavioral, and Economic Sciences Research Fund (\$2935)	2010
Koch Foundation (\$5000/\$6000/\$8000)	2012-14
Sponsored Research Grant Award (\$2500)	2012
National Science Foundation (\$289,091)	2014-16
*steering committee member of an RCN	
Keenan-Maritime Grant (\$2400)	2014
Robbins International Business Grant (\$2500)	2016

Service to the University

Pennsylvania State University

Graduate Student Seminar Series, <i>coordinator</i>	2001-02
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Elmira College

Environmental Club, <i>advisor</i>	2003-07
Student Athletic Advisory Board (SAAB), <i>advisor</i>	2006-07
Faculty Athletic Representation, <i>Presidential appointee</i>	2006-07
Elmira College Brown Bag Seminar Series, <i>coordinator and founder</i>	2004-07
Course Approval Committee, <i>member</i>	2004-06
Faculty Development Committee, <i>chairman</i>	2004-07
Omicron Delta Epsilon, <i>chapter founder and advisor</i>	2004-07
Drug Policy Working Group, <i>member</i>	2005
Merit Pay Presidential Task Force, <i>member</i>	2005

Wake Forest University

Student Environmental Action Committee, <i>advisor</i>	2007-10
Young Americans for Liberty (YAL), <i>advisor</i>	2011

Saint Bonaventure University

Assurance of Learning Committee, <i>member</i>	2011-12
MBA Curriculum Committee (Foundation Curriculum Subcommittee), <i>chairman</i>	2011-12
Lenna Visiting Scholar Committee, <i>member</i>	2011-15
School of Business Dean Search Committee, <i>member</i>	2012

Middle States Committee: Standard 11 – Educational Offerings, <i>member</i>	2013-14
Institutional Review Board, <i>member</i>	2012-15
Research and Creative Activities Committee, <i>chairman</i>	2012-15
Dean's Executive Committee, <i>member</i>	2012-15
BonaBusiness Research Seminar Series, <i>founder and organizer</i>	
2012-15	
Faculty Senate, <i>elected representative</i>	2013-15
Board of Trustees Committee – Development, <i>senate representative</i>	2013-14
Academic Personnel & Professional Standards Committee, <i>member</i>	2013-15
Fulbright U.S. Student Program Committee, <i>member</i>	2013-14
Admissions Committee (university-wide), <i>member</i>	2014-15
 <u>West Virginia University</u>	
Departmental Graduate Studies Committee, <i>member</i>	2015-present
CFE Undergraduate Fellows Program, <i>founder and organizer</i>	2015-present

Presentations

Department of Horticulture, *Pennsylvania State University*, 2002
 Midwest Economic Theory Meetings, *Notre Dame University*, 2002
 Elmira College Brown Bag Seminar Series, *Elmira College*, 2003
 Eastern Economic Association, *Washington D.C.*, 2004 (2 papers)
 Missouri Valley Economic Association, *Kansas City*, 2004.
 Midwest Economic Association, *Chicago*, 2004
 Elmira College, *Elmira, NY*, 2004
 Pennsylvania Economic Association, *Robert Morris University*, 2004
 The 15th International Conference on Game Theory, *Stony Brook*, 2004
 Elmira College Brown Bag Seminar Series, *Elmira College*, 2004
 New York State Economic Association, *Ithaca College*, 2004 (2 papers)
 Midwest Economic Theory meetings, *Washington University*, 2004
 Eastern Economic Association, *New York*, 2005 (2 papers)
 Bolzano Summer School on Game Theory and Its Applications, *Bolzano, Italy*, 2005
 New York State Economics Association, *Geneva, NY*, 2005
 Elmira College Brown Bag Seminar Series, *Elmira College*, 2005
 World in Crisis Discussion Forum, *Elmira College*, 2005
 Pepperdine University, *Malibu, CA*, 2006
 Eastern Economic Association, *Philadelphia*, 2006 (2 papers)
 Business Research Consortium of Western New York, *Canisius College*, 2006
 New York State Economic Association, *Siena College*, 2006
 World in Crisis Discussion Forum, *Elmira College*, 2006
 Elmira College Brown Bag Seminar Series, *Elmira College*, 2006

Institute for Supply Management, *Corning, NY*, 2006
Wake Forest University, *Winston-Salem, NC*, 2007
Eastern Economic Association, *New York City*, 2007
Business Research Consortium of Western New York, *St. Bonaventure*, 2007
International Atlantic Economic Society, *Savannah, GA*, 2007
Southern Economic Association, *New Orleans*, 2007
Illinois Wesleyan University, *Bloomington, IL*, 2008
Social Science Research Series, Wake Forest University, *Winston-Salem, N.C.*, 2008
Games 2008, Third World Congress of the Game Theory Society, *Northwestern*, 2008
Wake Forest University Law School, *Winston-Salem, NC*, 2008
Southern Economic Association, *Washington D.C.*, 2008
University of Birmingham, *Birmingham, UK*, 2009 (2 papers)
Southern Economic Association, *San Antonio*, 2009
University of Birmingham, *Birmingham, UK*, 2010
University of Athens, *Athens, Greece*, 2010
Athens University of Economics and Business, *Athens, Greece*, 2010
Association of Private Enterprise Education, *Las Vegas*, 2010
American Law and Economics Association, *Princeton*, 2010
University of Birmingham, *Birmingham, UK*, 2010 (2 papers)
University of Sassari, *Sassari, Italy*, 2010 (2 papers)
Southern Economic Association, *Atlanta*, 2010 (2 papers)
American Economic Association, *Denver*, 2011
Saint Bonaventure University, *Saint Bonaventure, NY*, 2011
Law, Economics, and Institutions Workshop, *Birmingham, UK*, 2011
Christopher Newport University, *Newport News, VA*, 2011
American Law and Economics Association, *Columbia University*, 2011
Benjamin Franklin Institute, *Winston-Salem, NC*, 2011
New York State Economic Association, *Rochester, NY*, 2011
Friday Forum, *Saint Bonaventure University*, 2011
Rensselaer Polytechnic University, *Troy, NY*, 2011
Southern Economic Association, *Washington DC*, 2011 (2 papers)
Washington and Lee University, *Lexington, VA*, 2011 (2 papers)
Friday Forum, *Saint Bonaventure University*, 2012
America's Future Foundation, *Buffalo, NY*, 2012
Northeastern Association of Bus, Economics, and Tech, *State College, PA*, 2012
Society for Empirical Legal Studies, *Stanford University Law School*, 2012
Southern Economic Association, *New Orleans*, 2012
BonaBusiness Research Seminar Series, *Saint Bonaventure University*, 2013
Friday Forum, *Saint Bonaventure University*, 2013
Public Choice Society, *New Orleans*, 2013
Business Research Consortium of Western New York, *Canisius College*, 2013
Canadian Economics Association, *Montreal*, 2013
Society for Empirical Legal Studies, *University of Pennsylvania Law School*, 2013

Southern Economic Association, *Tampa*, 2013 (2 papers)
 Public Choice Society, *Charleston, SC*, 2014
 Business Research Consortium of Western New York, *Nazareth College*, 2014
 Association of Private Enterprise Education, *Las Vegas*, 2014
 Canadian Law and Economics Association, *University of Toronto Law*, 2014
 Texas Tech University, *Lubbock*, 2014
 Society for Empirical Legal Studies, *U. of California – Berkeley Law*, 2014
 Southern Economic Association, *Atlanta*, 2014
 Berry College, *Mt. Berry, GA*, 2014
 West Virginia University, *Morgantown, WV*, 2015
 Friday Forum, *Saint Bonaventure University*, 2015
 Public Choice Society, *San Antonio*, 2015 (2 papers)
 Association of Private Enterprise Education, *Cancun, Mexico*, 2015
 Business Research Consortium of Western NY, *Saint Bonaventure Univ*, 2015 (2 papers)
 NSF RCN Conference, *Albany, NY*, 2015
 VI Workshop on Institutions, Individual Behavior, and Economic Outcomes, *Sardegna*, 2015
 University of Pittsburgh, *Pittsburgh*, 2015
 Conference for Empirical Legal Studies, *Washington University*, 2015
 UECE Lisbon Meetings 2015, *Lisbon, Portugal*, 2015 (2 papers)
 Economix, *Paris, France*, 2015
 CFE Brown Bag Seminar Series, *West Virginia University*, 2015
 Southern Economic Association, *New Orleans*, 2015
 Western International Economic Association, *Singapore*, 2016
 Eastern Economic Association, *Washington D.C.*, 2016
 Public Choice Society, *Fort Lauderdale*, 2016 (2 papers)
 Association of Private Enterprise Education, *Las Vegas*, 2016

Other Academic Activity

Discussant, 38 times

Session Chair, 15 times

Session Organizer (SEA) 6 times, (APEE) 2 times

Guest Lecturer Elmira College (2), Washington and Lee University (1), Wake Forest University (2) Wake Forest Law School (1), Illinois Wesleyan University (1), University of Birmingham (2), Berry College (1), Saint Bonaventure University (1)

Conference Organizer, Business Research Consortium of Western New York 2015, Faculty Spring Symposium, *Elmira College*, 2005; *Organizer and Presenter*, Faculty Fall Symposium, *Elmira College*, 2005; Faculty Fall Symposium, *Elmira College*, 2006

Roundtable Participant, First Year Faculty Orientation, *Wake Forest*, 2008; America's Future Foundation, *Buffalo, NY*, 2012

